

COPYRIGHT 1899 THE LARKIN SOAP MFG CO.

You Must Have Soap?

Thirty Days' Free Trial is Fair? . . .

factory to family buyer and save the entire profits of middlemen by dispensing with their services. No money required until after a thorough thirty days' trial.

The Larkin Soap Manufacturing Co.

Soapmakers,
Perfumers,
Chemists,

Larkin Street,
Buffalo, N. Y.

Founded 1875.

Soap is a necessity — the question is only, "Will you save the profit or give it to the retailer? Will you have one of our valuable premiums, or will you give the retailer its equivalent?" Thrifty householders everywhere are annually profiting by the Larkin plan of selling direct from factory to consumer. Our goods and methods are well known to many families at nearly every Post-office east of the Rocky Mountains. Our soaps sell entirely on their merits, with a guarantee of purity.

THEN come, like scores of your neighbors, a

Any Girl or Boy Can Earn a Larkin Premium.

Many wise parents think it well to encourage a business-like disposition in manly boys and industrious girls. We have a plan that enables active young folks to earn by their own efforts one or several of our premiums. As we offer to pack the Combination Box assorted as our customers desire, they canvas their neighborhood and obtain orders for an assortment of our goods to the retail value of \$10.00. They then have their order sent to us signed by the head of the family, or send \$10.00 with their order for a box packed with just the quantity of each brand of soaps, etc., they have sold, which we ship with the premium selected. On arrival of goods they deliver to their neighbors and friends the goods each has ordered, and the \$10.00 proceeds pays our bill. "Young America" has "the middlemen's profits" in the form of a beautiful, useful desk or other premium that will last a lifetime, and we have thus won permanent customers, purchasers-to-be of our Combination Boxes. In a day or two, anyone can earn a valuable premium FREE. Try it!

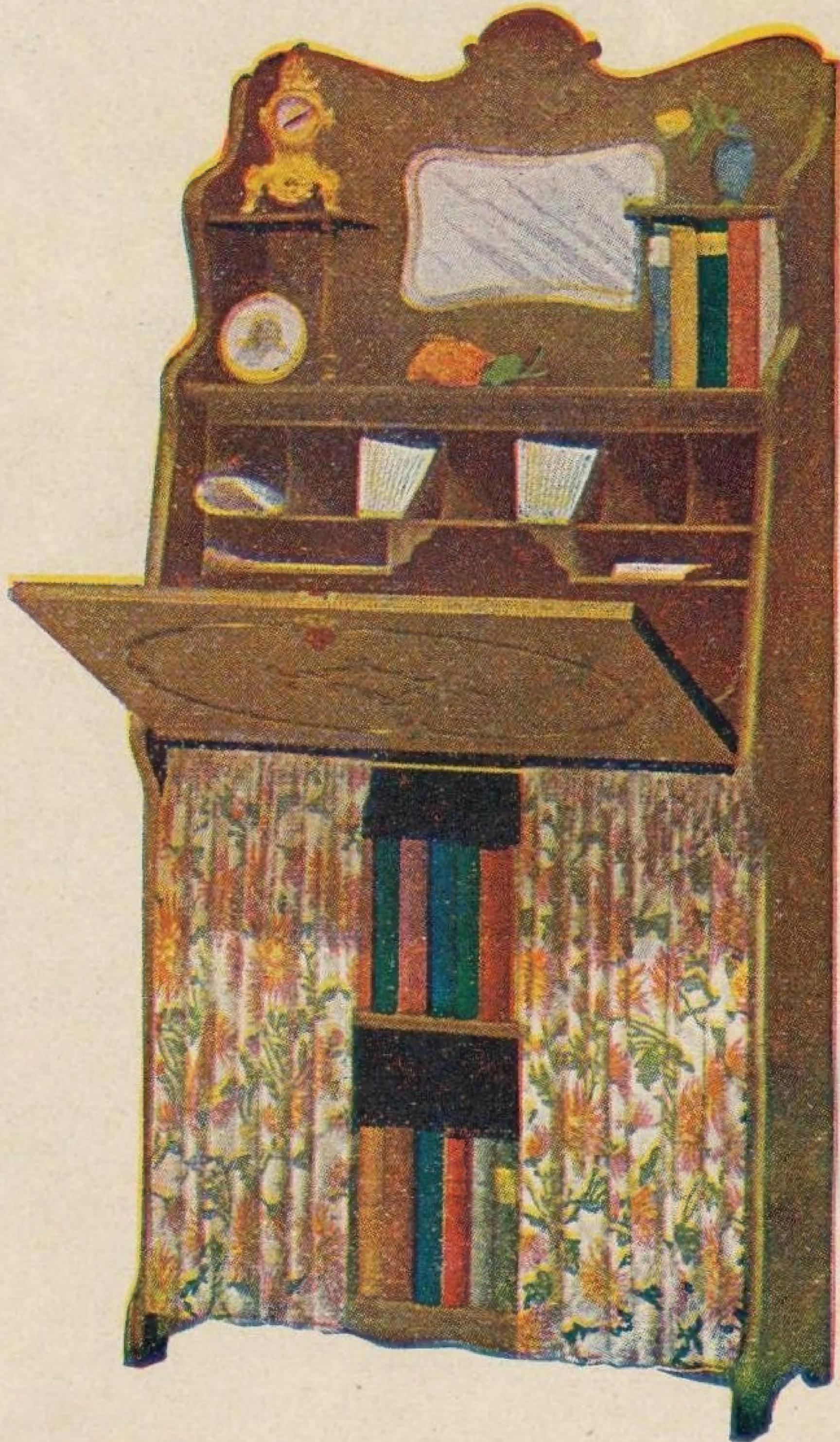
MADE of SOLID OAK throughout, strong and substantial. Beautiful hand-rubbed, durable finish. Fine 8 x 14 bevel French plate mirror. Brass rod for curtains. Very handsome carvings. Drop leaf provides a writing bed 24 inches deep. Seven pigeon-holes for papers, compartments for letter paper, etc., under lock and key. It is a perfect and complete desk, and also has three roomy book shelves and two shelves for bric-a-brac. A remarkably compact piece of furniture for the facilities it affords. It is five (5) feet high, two and a half ($2\frac{1}{2}$) feet wide and ten (10) inches deep.

This desk originated with us, and has been more widely imitated than anything ever produced in the furniture line. We have sent them to almost every town in America; and to several places over a thousand each. We can doubtless refer you to your own neighbors who have this desk, and it, like all our premiums, will surpass your expectations.

All illustrations are reproduced direct from photographs.

All orders, if on thirty days' trial, must be signed by the head of the family.

**Our Famous \$10.00
"Chautauqua" Desk**
Free for selling or using
a \$10.00 Combination
Case of the Larkin Soaps
—Thirty Days' Free
Trial.



How the Larkin Idea saves you the Middle- men's Profits. . . .

wise economy and progressive thought. Forehanded, thrifty people pay us—the makers—in one sum (\$10.00) once a year for a year's full supply of Soaps, \$10.00 worth at retail prices, and receive the entire benefit of the saving of middlemen's profits, in a valuable free premium, which if purchased from a retail dealer would itself cost another \$10.00.

The Larkin idea not only saves half the retail cost of your Soaps, but doubles the value to you, of this 50 per cent. saving, in a premium. Each premium shows a greatness of value astonishing alike to patrons and to makers of similar goods. This is because its cost is reduced to a minimum by making it at a factory devoted to just one purpose, in enormous quantities (for instance we use 50,000 "Chautauqua" Desks per year).

You pay no middlemen's profits or expenses. That part of the price of your Soaps which usually goes to the middlemen suffices to buy the premium for you at its actual cost under these unequalled conditions. Our

TO BE A user of the Larkin Soaps is a proof of

plan secures the premium for you without cost to you or to us. You get twice what your money would buy elsewhere.

Our customers are everywhere—ready to endorse us—and they only can realize the increased buying value which ten dollars have when wisely used in our unique and perfect organization. Others cannot understand our unparalleled position, but our thirty-day trial offer dispels every doubt.

Merchants cannot increase in any way the value of goods, but each must have a profit if you employ their services as middlemen. The manufacturer alone adds value to his products, the middlemen add only to the cost. Our "factory to family" plan saves you the several profits and expenses of the retail dealer, the jobber, traveling salesmen of manufacturer and jobber, etc., both on the soap, and the premium you select. The U. S. Census Bureau shows the annual salaries and expenses of traveling salesmen to be more than double the combined income of all our clergymen and physicians. This vast, unproductive expense, and much more, must be included in the retail price of the goods they sell.

WE only ask to send you the premium you select with a Combination Box of the Larkin Soaps, and if, *after thirty days' trial* you are fully satisfied, you can pay the bill—\$10.00. But if you are not, if our description of the premium you receive, or the Soaps, etc., leads you to expect anything different than you find it, no charge will be made for what you have used in trial, and we will take the goods away at our own expense. *How can we do more?*

If Cash Comes With Order.

One-half of our customers prefer to send cash with order (to save letter-writing). We do not ask it, but if you remit \$10.00 in advance you will receive 50 cents extra retail value in Soaps, the fruits of the saving in book-keeping and collecting. We ship boxes paid for in advance, day after order is received. Other orders take their regular turn. Money remitted in advance will be refunded without argument or comment if the Combination Case or Premium does not prove all expected. We guarantee the safe delivery by transportation company of everything we ship. The transaction is not complete until you are satisfied.

A box of soap can be sent from Buffalo, by freight, to nearly all towns on railroads entering Buffalo for twenty-five cents; to those on direct connecting lines for not over fifty cents. A saving can often be effected by sending orders for two or more boxes to be shipped together.

The mails make us all neighbors. To deal with us to your entire satisfaction, no knowledge of business methods is needful. To insure prompt shipment we only require that your orders and all correspondence be always signed by the head of the family, and that those not in business for themselves will, with their first order, give the name of a banker or any established business firm to whom they are known or by whom employed. Most delays in shipping are caused by neglecting these simple requests.

We can refer you to many families, in your own vicinity, who have used the Larkin Soaps for years. All Buffalo, N. Y., and Chicago banks; every banker and mercantile agency in the United States, knows us as large and responsible manufacturers.

Our Liberal Terms. Pay us \$10.00 After Thirty Days' Trial.

A \$10.00 "Chautauqua" Rocker and Reclining Chair Free for selling or using a \$10.00 Combination Case of the Larkin Soaps—Thirty Days' Free Trial.

sired. Very strong, and perfectly simple. Mechanism fully guaranteed. A Spring Rocker (foot rest hidden beneath the chair) and a Reclining Chair with amply adjustable foot rest.

Adjustable to any position, and changed at will by the occupant while reclining. Head rest is adjustable to four easy positions. Seat is made easy by spiral springs, and is 20 in. wide between arms, 18 in. long, and 14½ in. from floor. The reclining back measures 28 in. from seat to top of head rest.



MADE of polished antique OAK. Upholstered as shown with CORDUROY, crimson, old red, tobacco brown blue or olive as desired.



This chair is a synonym of luxurious ease and comfort. In it fatigue becomes a source of enjoyment. It will smooth the furrows of age and soothe the invalid. It pleases everyone, and a hundred thousand are now in use.

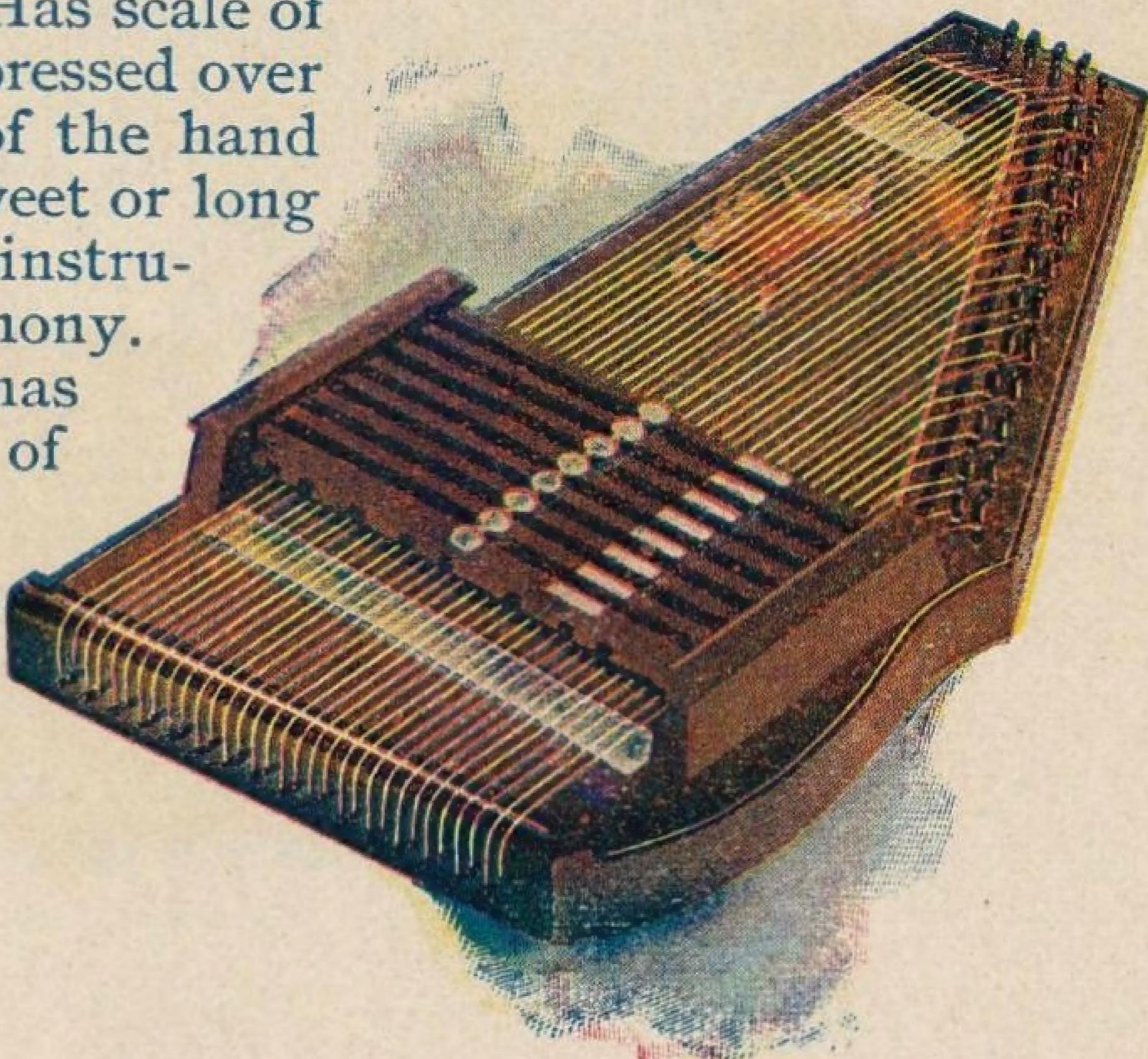


RELIABLE Seth Thomas gold and nickel damaskine movement. Patent regulator. Safety pinion. Cut compensation balance. Adjusted to heat, cold and all positions. Stem-winding and setting. Guaranteed ten years with fair usage. Porcelain enameled dial with red marginal figures, fine lintelle glass, solid gold joints and crown. Size six, exact size of cut, $\frac{1}{2}$ in. thick. Weighs $1\frac{1}{2}$ ozs. Beautifully engraved. A perfect gem, an excellent timekeeper and very stylish.

THE AUTOHARP is famous as an instrument easy to play; and it is even easier to obtain as a Larkin Premium. It delights and instructs the beginner who may, with its simple system of music that entirely does away with notes, learn it in a month; and it charms the musician with its delicacy, its brilliance and its matchless harmony. Ebony finish, 21x11 in. Has scale of a grand harp and 8 chord bars are pressed over the 32 strings. Then, one sweep of the hand produces a perfect chord, soft and sweet or long and loud, possible in no other musical instrument. A marvel of melody and harmony. Children play it; and equally it has attracted the admiring attention of artists. With each instrument are 24 full sheets of Autoharp music, Instruction Book (having 22 more pieces of music), a Music Catalogue, Rack, 2 Picks, tuning-key, and the new Autoharp Hammer.

A \$10.00 Ladies' Watch, Sterling Silver Chatelaine Free for selling or using a \$10.00 Combination Case of the Larkin Soaps—Thirty Days' Free Trial.

A \$10.00 Original Zimmermann Autoharp Free for selling or using a \$10.00 Combination Case of the Larkin Soaps—Thirty Days' Free Trial.



**The Larkin Soaps are
made for use, not for
Dealers' Profits . . .**

**"Sweet
Home"
Family Soap.**

Is an absolutely pure laundry soap, sweet and wholesome, made from refined tallow and vegetable oils. It is scientifically complete, lathers very freely, and does thoroughly and easily all work good soap is designed for. It is a labor saver, and is agreeable to the most sensitive skin. Won the Gold Medal and Diploma, on these claims, at the Omaha Exposition. Our customers everywhere appreciate its great superiority and economy over other soaps "made to sell," which, being freely adulterated with "make-weights"—silex, powdered rock, etc., go all to pieces in use. The thrifty housewife knows the great advantage in buying soap by the box, as it improves with age.

Honor Bright Soap.

"To Brighten and Clean."

Makes the cleaning of all metallic and mineral surfaces a pleasant task. To clean crockery, cutlery, cooking utensils and marble, oilcloths and wood-work, and for removing oil, gum, grease or rust from any place and for the lessening of labor.

Our Superfine Toilet Soaps.

In decided contrast to the wise economy of the Larkin methods in the conduct of our business departments, is the almost lavish expenditure in our toilet soap works. Nowhere else do we more liberally observe the proverb, "There is that which scattereth, and yet increaseth, and there is that which withholdeth more than is meet, but it tendeth to poverty."

The purest soap scientifically saponified and medicated, absolutely neutral and bland, producing a lather emollient, profuse, creamy.

Some people think imported toilet soaps must be the best, but ours are the peer in purity and antiseptic and dermatological qualities of any soaps, at any price, from any source whatsoever. Our Modjeska Complexion Soap is not excelled by any made. Its subtle perfume is derived by consummate skill from the rich spices of Arabia combined with the delicious and costly odors of rose, violet, geranium, jasmine and orange blossom, gathered from the cultivated fields of France, Italy and Algiers.

Our soaps contain no free

alkali, and all moisture is perfectly abstracted by the French "Milling Process," which also insures full fragrance until they wear to a wafer. They have nothing in common with the alleged toilet soaps sold to-day—soaps which are imperfectly saponified, cheaply and carelessly made from inferior materials by incapable men, who allow them to contain hurtful free alkali, and perfume them with various cheap artificial coal tar "perfumes."

White Woolen Soap.

Is a perfectly pure, white potash and borax soap. It is absolutely perfect for washing flannels without shrinking and for laces, infants' clothing and all fine things. Popular with a great many people as a bath soap.

Boraxine.

"A Laundry Luxury."

For cleaning woodwork, washing dishes, and dairy utensils, removing grease spots or stains from carpets, etc., or for general housecleaning. Has no equal. Used in soaking clothes it saves half the labor of washing, and is a blessing to every housekeeper who uses it. It is pleasant for the hands and cannot possibly injure the finest fabric.

There is a prejudice that goods with which premiums are given, and the premiums too, are inferior in quality. The unprejudiced judges of the Omaha Exposition gave the Gold Medal and Diploma to the Larkin Soaps. Does not our "factory to family" idea explain how we easily can afford to give superior soaps and premiums to our patrons? Don't you think it safe to try goods when the maker tells you: "We do not ask you to send money in advance. Give our goods a thorough trial for thirty days, and then return them or pay for them as you prefer?" Don't you think it reasonable to expect from us as good goods and as good treatment as all our customers in your vicinity will assure you they have received?

Remember, you pay us only one-half usual retail prices as more fully explained on page 20.

We ask no money in advance, you pay after a 30 days' trial.

All good soaps improve with age. Three months' supply should always be in the house, a supply for a year or two is an excellent investment.

We Pack Each Box as
the Buyer wants it.
See Page II. . .



THE
LARKIN
FACTORY
TO
FAMILY
SOAPs.

YOU can have the full list value—\$10.00—in your own selection of the Larkin Soaps. We add and omit as you direct.

Remember the cost to you is only half the retail prices named on next page. Retail prices are named only to make plain how much we save you.



THE LARKIN SOAPS.

Any assortment to value of \$10.00, at prices named, with any premium offered in this book for \$10.00.

\$10.00 worth of soaps and a \$10.00 premium, both for \$10.00; on thirty days' trial.

A Combination Case contains unless otherwise ordered:

100 Bars	"Sweet Home" Family Soap, per bar,	\$.05
	Gold Medal winner at Omaha. For all ordinary laundry and household purposes <i>it has no superior.</i> Full size.	
10 Bars	White Woolen Soap, per bar, . . . . .	.07
	For flannels, infants' clothes, laces and the bath.	
12 Pkgs.	Boraxine Soap Powder (full lbs.), per package,	.10
5 Bars	"Honor Bright" Scouring Soap, per bar, . . . . .	.05
	To make things bright.	
$\frac{1}{4}$ Doz.	Modjeska Complexion Soap, per $\frac{1}{4}$ doz., . . . . .	.60
	Perfume matchless. For all toilet purposes the luxury of luxuries. Especially adapted for children and those of delicate skin.	
$\frac{1}{4}$ Doz.	Élite Glycerine Toilet Soap, very fragrant, per $\frac{1}{4}$ doz., . . . . .	.25
$\frac{1}{4}$ Doz.	Créme Oatmeal Toilet Soap, scented, per $\frac{1}{4}$ doz., . . . . .	.25
$\frac{1}{4}$ Doz.	Old English Castile (six ounce cakes), per $\frac{1}{4}$ doz.	.30
	A pure milled Castile Soap. Made from pure olive oil.	
$\frac{1}{4}$ Doz.	Sulphur Soap, scented, Antiseptic, per $\frac{1}{4}$ doz., . . . . .	.25
$\frac{1}{4}$ Doz.	Borated Tar Soap, (six ounce cakes), per $\frac{1}{4}$ doz.	.25
1 Bottle	Modjeska Perfume, per 1 oz. bottle, . . . . .	.35
	Delicate, refined, delicious, lasting. Handsome.	
1 Jar	Modjeska Cold Cream, per 2 oz. jar, . . . . .	.25
	A soothing, healing, agreeable demulcent. A perfect emollient. For Chapped Hands or Lips, or Inflamed Eye Lids.	
1 Vial	Modjeska Tooth Powder, per 2 oz. vial, . . . . .	.25
	An incomparable antiseptic dentifrice. Gives beauty and whiteness to the teeth and invigorates and cools the gums. Purifies and perfumes the breath.	
1 Stick	Witch Hazel Shaving Stick or Tablet, each, . . . . .	.10
	"The Bride" (transparent toilet soap), per $\frac{1}{4}$ doz.	.30
	Modjeska Derma-Balm, per bottle, . . . . .	.25
Packed only when ordered.	A cooling, quickly absorbed remedy, for all irritations. Entirely free from greasiness.	
	Chemically Pure Glycerine, per 2-oz. bottle, . . . . .	.10
	Chemically Pure Glycerine, per 6-oz. bottle, . . . . .	.25
	Jet Neatsfoot Oil Harness Soap, per bar, . . . . .	.10
	"Larkin" Silver Polish, very popular, per box, . . . . .	.05

A \$10.00 "Chautauqua" Morris Chair
Free for selling or using
a \$10.00 Combination Case
of the Larkin Soaps—
Thirty Days' Free Trial.

Covered with handsome high grade durable Corduroy or Velour of a handsome figured pattern, or plain, in medium red, green or brown. Six coil springs in seat. Four fixed ball-bearing casters. Back adjustable to four positions, solid strong back rod, supported beneath instead of over the arms, keeping it always in position. Front legs are $1\frac{3}{4} \times 3$, arms 4 inches wide.

Every chair, like all our premiums, is guaranteed by the maker to be perfect and exactly as described.



A roomy luxurious piece of furniture. Your choice of polished antique oak, or birch with polished mahogany finish. Two well made reversible closely tufted cushions 4 in. thick. 21x21 and 20x29 in. Stuffed with quilted cotton and fine cane or vegetable fibre.

A White Enameled Steel Brass-Trimmed Crib.

Free with a \$10.00 Combination Case of the Larkin Soaps. Illustration mailed on request.

4 ft. 6 in. long, 2 ft. 6 in. wide, 37 in. high. A woven wire mattress is included. Detachable casters. All materials of the same grade used in our steel bed.

A handsome Crib with the new convenient sides, which slide up and down when the crib is close beside a bed.

FIVE shelves adjustable to height of any book. Fine bevel French plate mirror. The Book Case is five and one-half ($5\frac{1}{2}$) feet high, three (3) feet wide and eleven (11) inches deep. Every exposed part is Solid Oak, with a high-polish finish on three coats of varnish. Has a large brass rod and rings for curtains.

For \$2.50 additional we will supply the Bookcase with two doors, with catches and lock, set with selected, double-thick glass instead of rod for curtain. Or your selection of the Larkin Soaps to the retail value of \$15.00 and Book Case with glass doors all for \$15.00.

See our offer on page 20 of two combination cases without a premium for \$10.00; and our offer to pack any assortment of our soaps you prefer. This means that 400 bars "Sweet Home" Soap may be had for \$10.00, to which all of our offers are exactly equivalent in value.

Headquarters of the American Volunteers.
New York.

This is my fifth order, so you may safely assume I am pleased with the liberal way you have always treated me. You may make such use of my testimonial, as to the excellency of your goods as you desire.

MRS. GEN. BALLINGTON BOOTH.

A \$10.00 "Chautauqua"
Book Case Free for
selling or using a \$10.00
Combination Case of the
Larkin Soaps—Thirty
Days' Free Trial. . .



**24 Pieces 1847 Rogers
Bros.' Silverware
Free with a \$10.00 Com-
bination Case of the
Larkin Soaps on 30 Days'
Free Trial.**

years, and with ordinary fair usage lasts forever. The Knives are Steel, the Spoons and Forks best Nickel Silver.

We offer the choice of the following assortments, if preferred :

**23 Pieces { 6 Knives, 6 Forks, 3 Tablespoons, 6 Teaspoons, 1 gold-
lined Sugar Spoon, 1 Butter Knife.**

21 Pieces—6 Knives, 6 Forks, 6 Dessert Spoons, 3 Tablespoons.

26 Pieces—6 Knives, 6 Forks, 14 Teaspoons.

For 75 cents extra, sent with order, your choice of these :

24 Pieces—12 Knives, 12 Forks.

24 Pieces—6 Knives, 6 Forks, 6 Tablespoons, 6 Teaspoons.

In ordering, please be sure to specify that you wish the "Rogers" SILVERWARE to avoid confusion with the Silver Tea Set. These assortments are sold by retail dealers at \$11.00 or \$12.00. Ascertain what your jeweler will sell you the genuine 1847 Rogers Bros. Silverware for! As all leading jewelers carry this ware in stock, you have an easy means to judge the value of all our premiums; to judge what may be saved by the "Larkin Idea."

**Chautauqua Silver
Tea Set Free with a
\$10.00 Combination Case
of the Larkin Soaps on
30 Days' Free Trial. . . .**

design which we control. Manufacturer's guarantee is sent with each set, reading : "We guarantee this Tea Set to be made of Pure Hard White Britannia Metal, extra heavily plated with purest silver, .999 fine, and we warrant the same to wear twenty-five years.

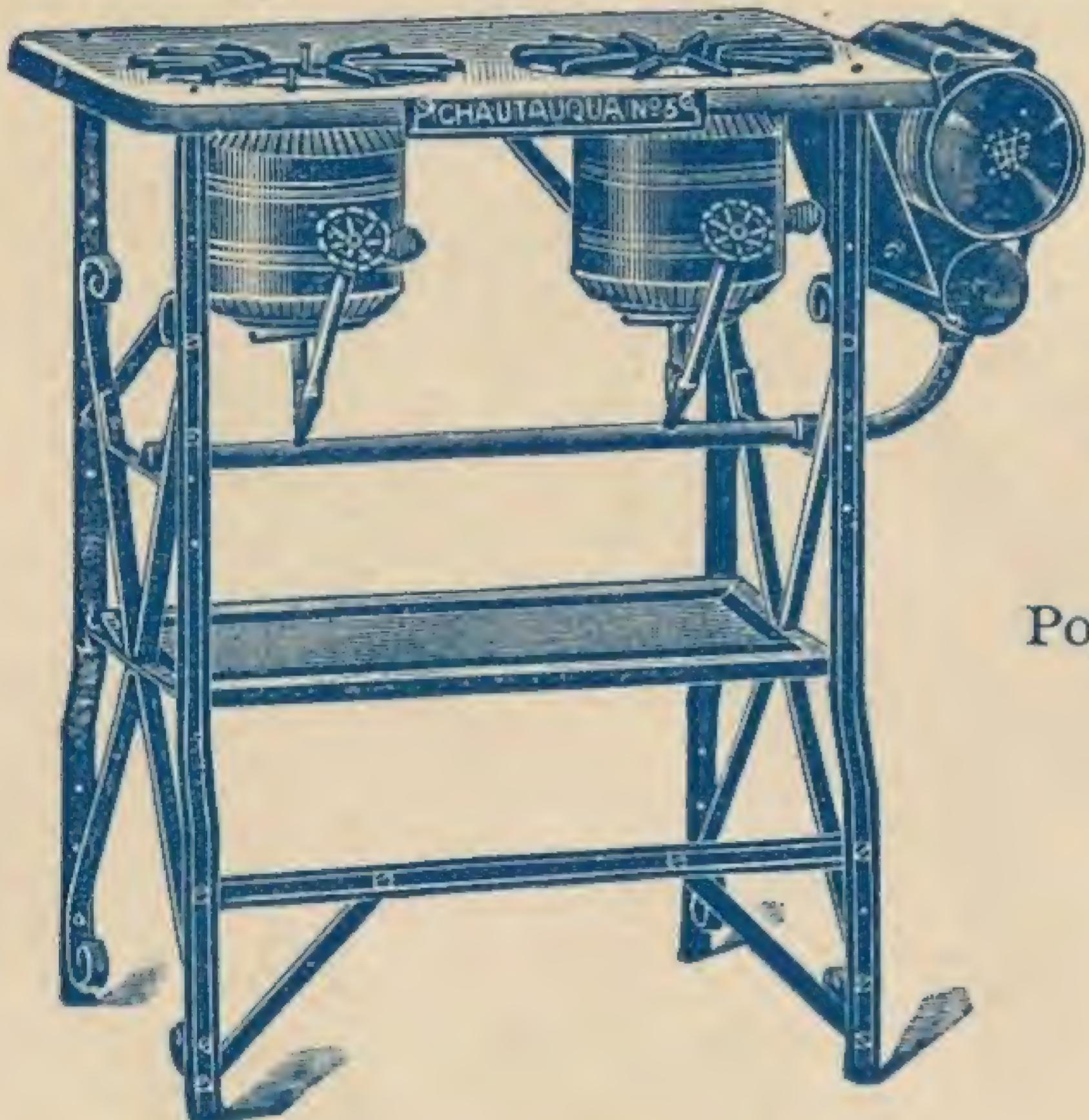
**FULL STANDARD, Quadruple Plate. Tea
Pot ($2\frac{1}{2}$ pints), Sugar Bowl, Spoon Holder
and Cream Pitcher. Two last are gold lined.
Dealers retail this set for \$10.00. For quality of
goods, beauty and finish it is unsurpassed by any
silver plated ware at any price. New, patented**



Wickless Blue-Flame
Oil Cook Stove Free
with a \$10.00 Combina-
tion Case of the Larkin
Soaps on thirty days'
free trial.

radiates little heat, while the heat is intense at the grate. The blue flame, like gas, envelops the utensil without depositing a particle of soot. It is constructed entirely of steel, enameled and decorated; is a model of beauty, strong, light, durable, and preferred by thousands to gas or gasoline stoves for ideal summer cooking. Absolutely safe, and free from odor and smoke. The oil reservoir holds $2\frac{1}{2}$ quarts, is perfectly insulated from the heat-producing part of the stove, and hence is always cool. Height, 27 inches; top, 15 x 22. Weight, $22\frac{1}{2}$ lbs.

We will furnish a removable 13 x 15 x 17 tin oven for \$1.50. Receives a 12 x 12 drip pan. It is scientifically ventilated to be perfectly adapted to this stove, and will fulfill every requirement of a baker. Anything that may be baked or roasted in any range can be as well baked in this oven.



We can, if preferred, furnish this stove made with two gas burners, instead of oil reservoir and Blue-Flame burners. The frames are alike.

Write for our offers of the following
Popular Larkin Premiums:

All-Wool Ingrain Art Squares,
The Famous Encyclopedic Dictionary,
Step-Saving Kitchen Cabinet,
Oak China Cabinet,
Folding Camera, Rifles,
Baby Carriages and Go-Carts,
Dining Chairs, Tables and Sideboards,
Crockery: Dinner, Tea and Toilet Sets,
Couches, Curtains and Rugs,
Guitars, Mandolins, Violins, etc.

WARMTH and cleanliness — convenient stoves and good soap—are alike vital to good health. OUR "CHAUTAUQUA" HEATER is always ready, without delay, to dispel chill or dampness. It will heat a large room in coldest weather, or quickly boil a kettle, or fry a steak. Made entirely of steel plate, polished brass, Russia iron and aluminum. Absolutely nothing to break. Perfectly portable. Will instantly give genial warmth wherever you want it, without ashes, dust or labor.

Height, 32 inches; diameter of drum, 8 inches; total weight, 14 pounds. No pipe required. Absolutely odorless. Endorsed by physicians.

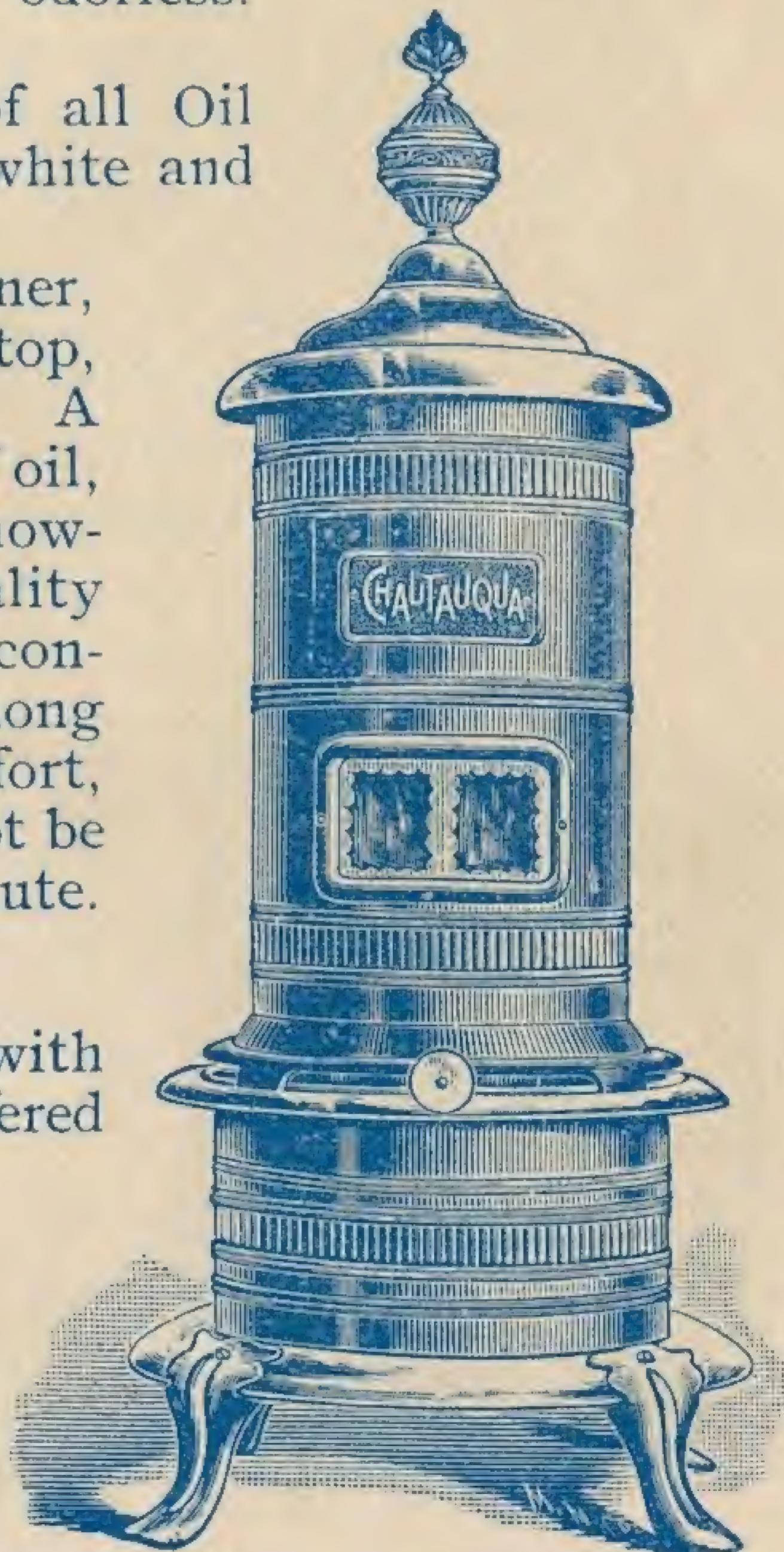
The "CHAUTAUQUA" is the greatest of all Oil Heaters regardless of size. Gives a clear, white and wide-spreading flame.

It has a ten-inch Central-Draft Brass Burner, a handsome Russia iron drum, removable top, richly nickel-plated, as are the steel legs. A heavy brass oil fount holding three quarts of oil, which lasts twelve hours, with indicator showing depth of oil in tank. It unites every quality approved to date, for thorough service and convenience, and thousands are in daily use among our customers. It affords an amount of comfort, pleasure and health in the home that cannot be conceived without it, for it has no substitute. No expense except when actually in use.

We have many premiums, given free with \$10.00 Combination Cases, which are not offered in this booklet.

Observe that we offer to pack our Combination Box especially for you, if you desire, always making up the contents of our box as you direct.

"Chautauqua" Oil Heater Free with a \$10.00 Combination Case of the Larkin Soaps on 30 Days' Free Trial. . .



A \$10.00 "Chautauqua"
Sewing Desk Free for
selling or using a \$10.00
Combination Case of the
Larkin Soaps—Thirty
Days' Free Trial. . .

sories locked away from the children. Everything out of sight in a handsome compact piece of furniture. Solid Oak, paneled back and sides highly polished on three coats of varnish. The broad, ample top is, when extended, 23x46 inches, 25½ inches high. In top drawer are compartments for thread, thimble, scissors, buttons, hooks and eyes, yarns, floss, etc., etc. A deeper drawer (5¼ in.) is for patterns, and a very deep drawer (8 in.) for sewing on hand. Drawers are roomy, being 18 in. long and 14½ in. wide. Pin cushion, scrap and stocking bags can be hung at the side or back.

There is no better piece of furniture for the china painter's studio. Every amateur painter needs one.

It also makes a thoroughly practical and convenient type-writer desk. Exactly the right height and size. Forty are used in our own offices for that purpose.



THE Chautauqua Sewing Desk will enhance the attractiveness of any sewing room, and its convenience will remove many annoyances. As adequate for its purpose, as a modern roll-top desk is for office work. Provides place for materials and all the accessories

To Physicians:

The New York Eclectic Medical College have found that this Desk, made 29½ in. high and with drawers opening at left end, with top drawer divided for instruments, makes a Gynecological table not surpassed by those costing \$60 to \$200. We have them in stock made as described. Price of a \$10 Combination Case and Physicians' Special Table, \$12.

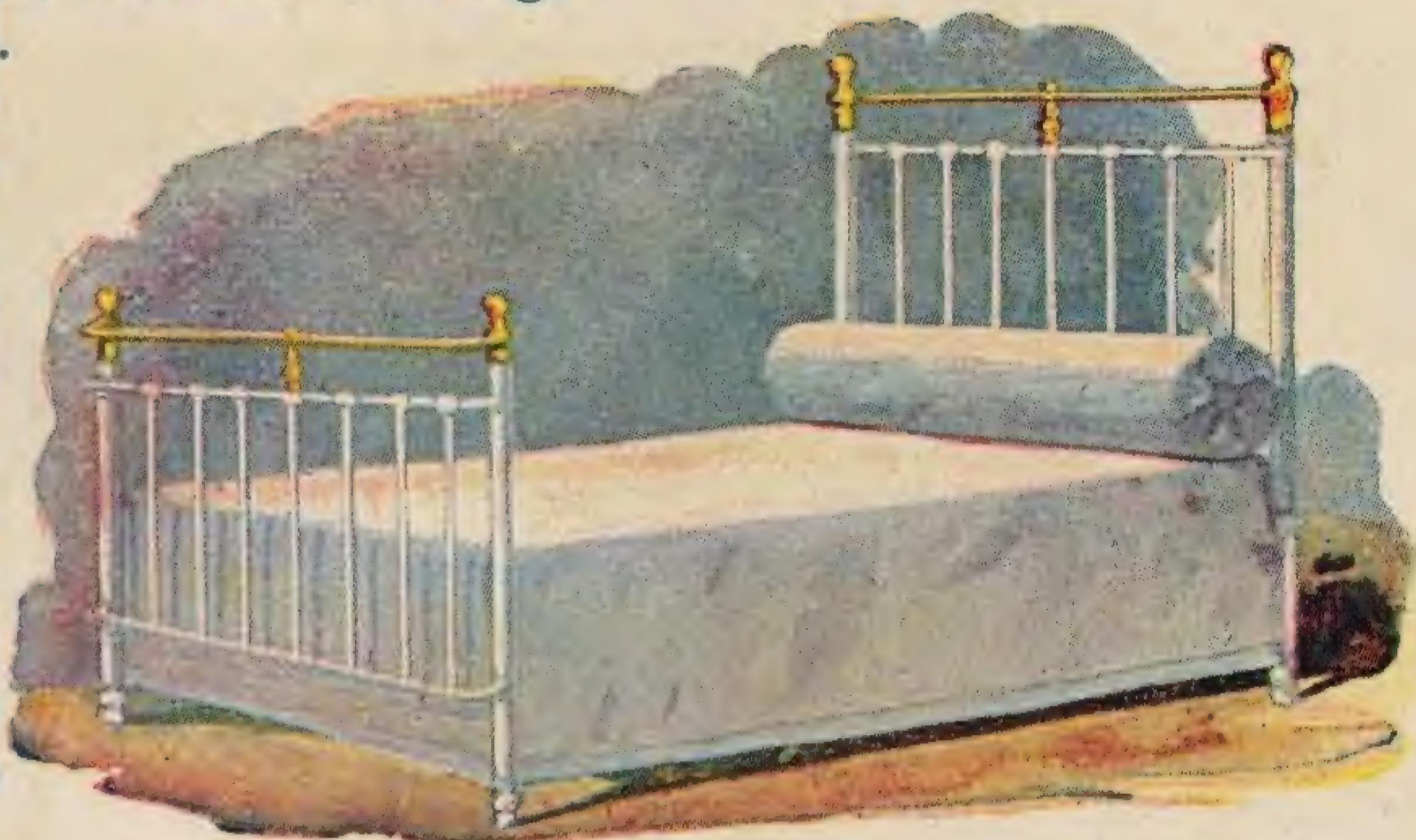
TH E Bed is *the* article of furniture supreme; in it a third of life is passed. Metal beds long ago became so popular in Europe that among the best people there others are rare. Americans are not yet familiar with them, because of high prices. Metallic beds add beauty and cheerfulness to the chamber, while they convey a delightful feeling of cleanliness that invites repose. They utterly discourage vermin. They harmonize perfectly with furniture of any wood or style.

Trimmings and top rods are of heavy brass, finished with heavy gold English lacquer. Top rods, at head and foot, are brazed (seamless) and have heavy steel lining for additional strength. Three coats of the very best perfectly white enamel finish are baked on. This fine bow-foot bed is very strong and will last a lifetime. Such a one usually retails alone at \$10.00. It is 6 ft. 6 in. long. Choice of three widths; 4 ft. 6 in.; 4 ft., or 3 ft. 6 in. Head, 4 ft. $5\frac{1}{2}$ in. high; foot, 3 ft. $2\frac{1}{2}$ in. high. Corner posts 1 in. in diameter. Detachable casters, unbreakable malleable iron castings. All joints are smooth. Shipping weight 100 lbs. Straight foot bed sent if preferred.

Any make of rigid frame wire mattress or springs may be used without slats. Bed has patent reversible sides making it practicable to use a folding spring on ordinary bed slats.

For \$2.50 we will send a wood frame woven wire mattress of finest weave to fit your bed.

A \$10.00 White Enamelled Steel, Brass-Trimmed Bed, Free for selling or using a \$10.00 Combination Case of the Larkin Soaps—Thirty Days' Free Trial.



Two Boxes, 400 Bars

... "Sweet Home" . . .

Family Soap for \$10.00

Soaps is to know that the contents are worth \$10, at prices charged by retail dealers; that the retail values we fix upon our goods are just and correct. To know too, that when desired, we sell for \$10 two cases (retail value \$20), without a premium, is to fully appreciate the scope of our Factory-to-Family plan to save you money. Two families may send one order for two Combination Cases, without premiums, for \$10. If ordered, each case will contain 200 bars of "Sweet Home" Soap, or 400 bars for \$10, which is $2\frac{1}{2}$ cents per bar. But all of our offers are exactly equivalent to this in value.

If you will send us the names, correctly and fully written on a *separate sheet of paper*, with your name and address thereto, of ten heads of families, your nearest neighbors (not dealers in soap), whom you know to be amply able to buy our goods and pay for them, and four cents in stamps, we will send a nice little present for your trouble.

ONLY to see
a Combination Case of
the Larkin

Special to Customers.

We issue a beautiful Premium List, to our customers only, containing three hundred very liberal offers of premiums for getting us new customers. Everyone who sends us an order for goods for his own use has the opportunity to easily earn almost every thing the home requires.

Club Premiums are given only to our customers for orders obtained and sent us in strict conformance to easy conditions, named in our confidential Premium List. We can afford to give such premiums only because "a customer once is a customer always."

"Chautauqua" Roller Organ.

Free with a \$10 Combination Case of the Larkin Soaps. Circular sent on application.



THROUGH our facilities for the scientific manufacture of soaps in immense quantities at low cost and for distributing them economically direct to the family, and because we use to such good advantage the saving made by your co-operation with us, *you receive twice as much as your money would pay for* in the ordinary way. This helps you without expense to us.

We have manufactured soaps in Buffalo, N. Y., for 24 years, during which our floor area has increased from 2,600 square feet, to 10½ acres. We now

operate one of the very largest and best-equipped plants in this country. Capacity, over sixty million pounds a year.

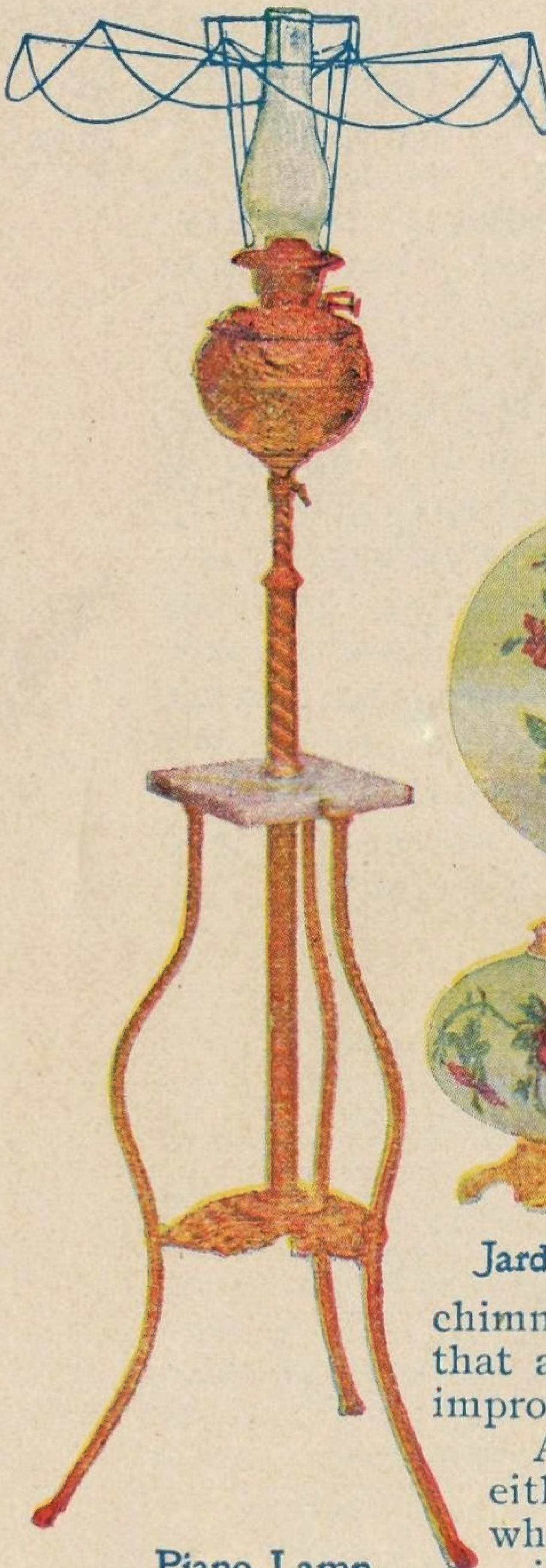
Publishers of all noted Papers endorse heartily the Larkin Idea. .

Proprietors, editors, or other representatives of *hundreds of the best papers* have personally visited the Larkin Soap Works, and are acquainted with us and our goods. Lack of space prevents printing here what they have said about us. We can merely give the names of some of the best known who have vouched for us:

Advance The
Advocate & Guardian.
American Messenger.
American Baptist Flag.
Assembly Herald.
Banner of Light.
Baptist Union.
Boston Household.
Christian Endeavor
World.
Christian Guide.
Christian Herald.
Christian Instructor.
Christian Intelligencer.
Christian Leader.
Christian Nation.
Christian Standard, Cinti.
Christian Standard, Phila.
Christian Uplook.
Christian Witness.
Christian Work.

Churchman, The
Congregationalist.
Delineator.
Episcopal Recorder.
Epworth Herald.
Evangelist The
Examiner.
Farm, Field & Fireside.
Free Methodist
Herald & Presbyter.
Homiletic Review.
Independent.
International Evangel.
Journal of Education.
Ladies' Standard
Magazine.
Lutheran.
Lutheran Observer.
Mid-Continent.
Modern Methods.
Morning Star.

New York Ledger.
New York Observer.
Normal Instructor.
Northern Christian Advocate.
Northwestern Christian
Advocate.
Outlook The.
Phila. Presbyterian.
Presbyterian Journal.
Presbyterian Messenger.
Ram's Horn.
Reformed Church Messenger.
Sacred Heart Review.
Silver Cross.
Standard Designer.
Twentieth Century.
Union Gospel News.
Watchman.
Wesleyan Methodist.
Word & Works.
Youth's Companion.



Piano Lamp.



Jardiniere Lamp.

chimney when lighting, that a child can operate, and all improvements.

A perfect reading lamp, and either by daylight, or at night when lighted, one of these lamps is a beautiful adornment to any home.

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Onyx Lamp.

All lamps have Central Draft Burner, device for lifting shade and



Palace Lamp.

The Decorated Porcelain Jardiniere Lamp.

Beautifully hand decorated with a spray of wild roses, true to nature. It is 21 inches high. Newest shape. Body of lamp is 12 inches in diameter with gold plated and lacquered base. 11-inch porcelain globe. Complete, ready for use.

The Onyx Parlor Lamp.

All metal parts are gold plated and lacquered. Onyx column, 6 inches long; onyx ball pedestal, 3½ inches in diameter; height, 30 inches. Complete, with a beautiful, rich, all-silk, 16-inch shade, with 8-inch lace flounce. Most fashionable and tasteful shape. Your choice of red, pink, blue, yellow, old gold, lemon or green. Or we will omit shade and send a beautiful, Dresden hand decorated porcelain 9-inch globe, in perfect proportion to the lamp.

Our Decorated Porcelain Banquet Lamp.

This very successful premium is still shipped when ordered.

Our Chautauqua Onyx Table.

This premium is still popular. Two styles, round, 9 inches in diameter, or 10 inches square.

Chautauqua Palace Lamp.

The body and globe are glass with a satin finish, giving a soft, filmy, dream-like effect. Your choice of Cerise (bright cherry) or Mandarin (golden yellow). These colors in glass have been counted a lost art. The perfect cherry red or Cerise is especially popular. 30 in. high, globe 10 in. in diameter.

Solid Brass, polished, gold lacquered. 4½ feet high, can be raised

to 6½ ft. Ready for use with chimney, wick and wire hexagon shade holder, for which a silk or paper shade may easily be made at home. Or for \$1.50 a decorated porcelain globe will be furnished, and for \$2.00 satin finish (Palace) globe or 18 in. silk shade.

The Piano Lamp, though formerly of much less value, has always been a popular premium, because one of the very best and most practical forms in which a lamp can be made, and our 1899 pattern, here offered, will excel itself in popularity.

Your Choice of Five Lamps Free with a \$10.00 Combination Case of the Larkin Soaps on 30 Days' Free Trial. . .

Famous Chautauqua Extension Piano Lamp, improved, with Onyx Table 7½ in. sq.

A \$10.00 Seth Thomas Mantel Clock Free for selling or using a \$10.00 Combination Case of the Larkin Soaps — Thirty Days' Free Trial. . .

TINE ENAMEL CASE, dust proof, made by a patented process, very highly polished, and so closely resembles black and



EIGHT-DAY. Cathedral bell, striking hours and half-hours. BEAUTIFUL ADAMANT



THE LARKIN GOLD MEDAL,
OMAHA, 1898.

variegated marble that no eye can tell it from marble. Ornamented with artistic bronze-gold pilasters and trimmings, and surmounted with a handsome "Rob't Bonner" bronze. Clock measures: length, $16 \frac{3}{4}$ inches; width, $6 \frac{1}{2}$ inches; height, 11 inches. White dial (or gilt, if preferred), 5 inches in diameter, with black Arabic numerals. Guaranteed a reliable time keeper, made by the most celebrated makers in America, and will last a lifetime.

The horse sets on the clock, is not attached to it, is 8 inches high, padded base, lacquered finish.

All our illustrations of premiums are truthful photographic reproductions.

The Larkin Soap Mfg. Co.,
Buffalo, N. Y.